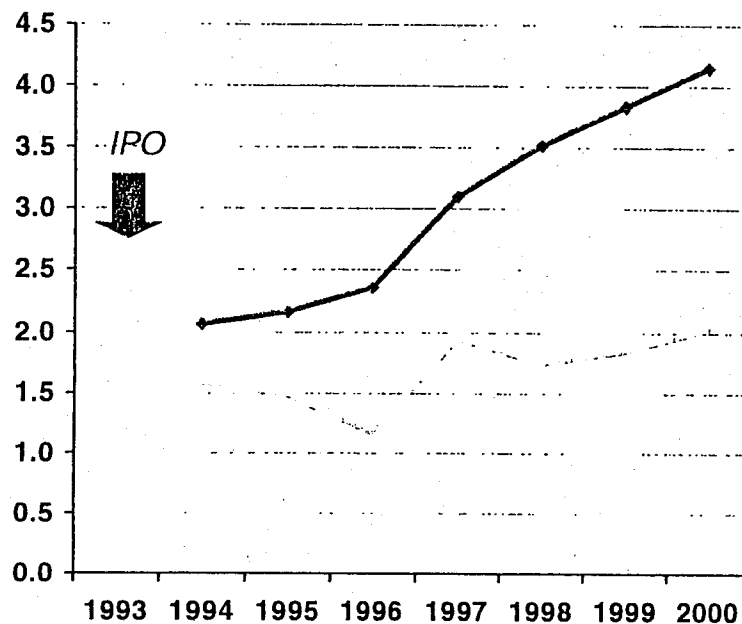
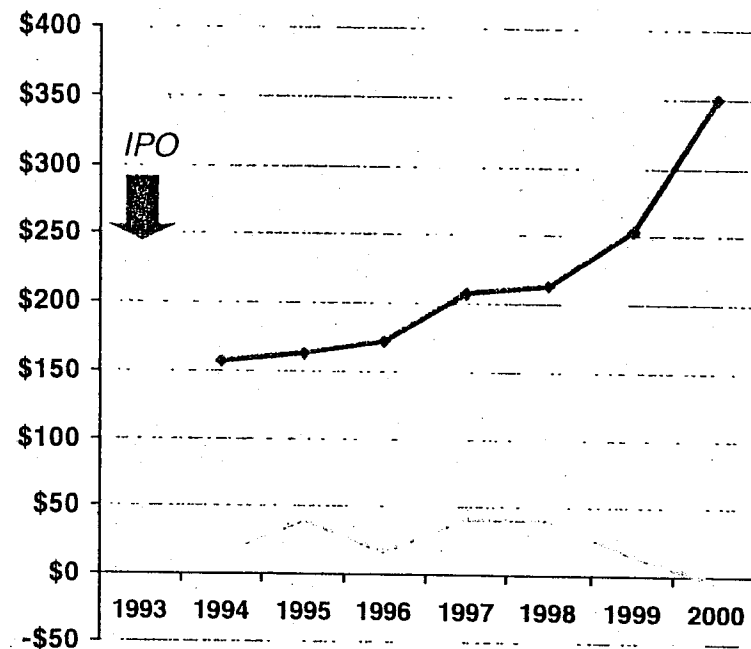


**Since its IPO, Blue Cross of California has experienced robust membership growth and healthy net income as compared to the non-profit Blue Shield of California.**

**Membership - California**  
(in Millions)



**Net Income - California**  
(\$ in Millions)



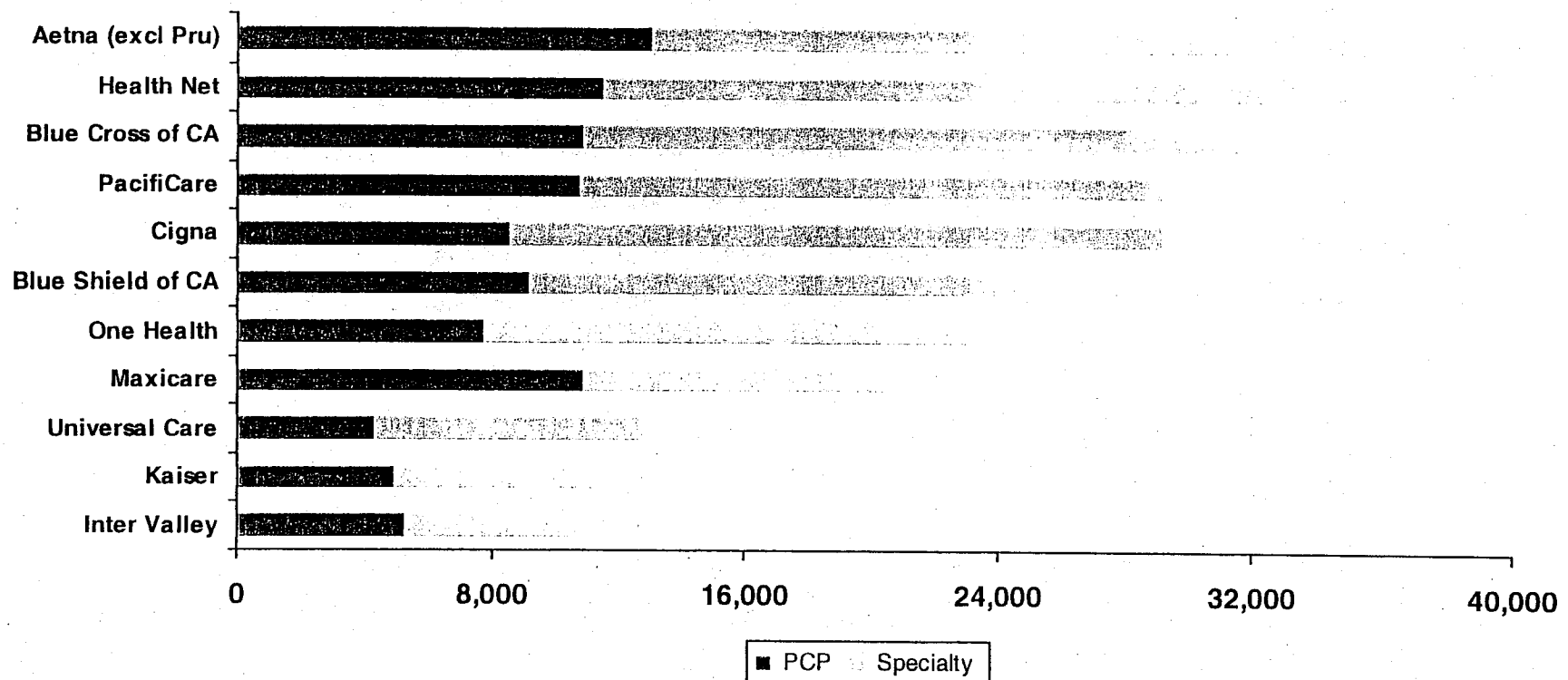
■ Blue Cross of CA    ■ Blue Shield of CA

Source: InterStudy, The National HMO Financial Database, 1994-2000; data pulled from state Department of Insurance filings; Blue Cross membership figures include 125,000 members acquired through Omni Health Plan acquisition

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# Blue Cross of California has the third largest provider network in the state.

## Health Plan Physician Contracts (Contracts as of January, 2001)



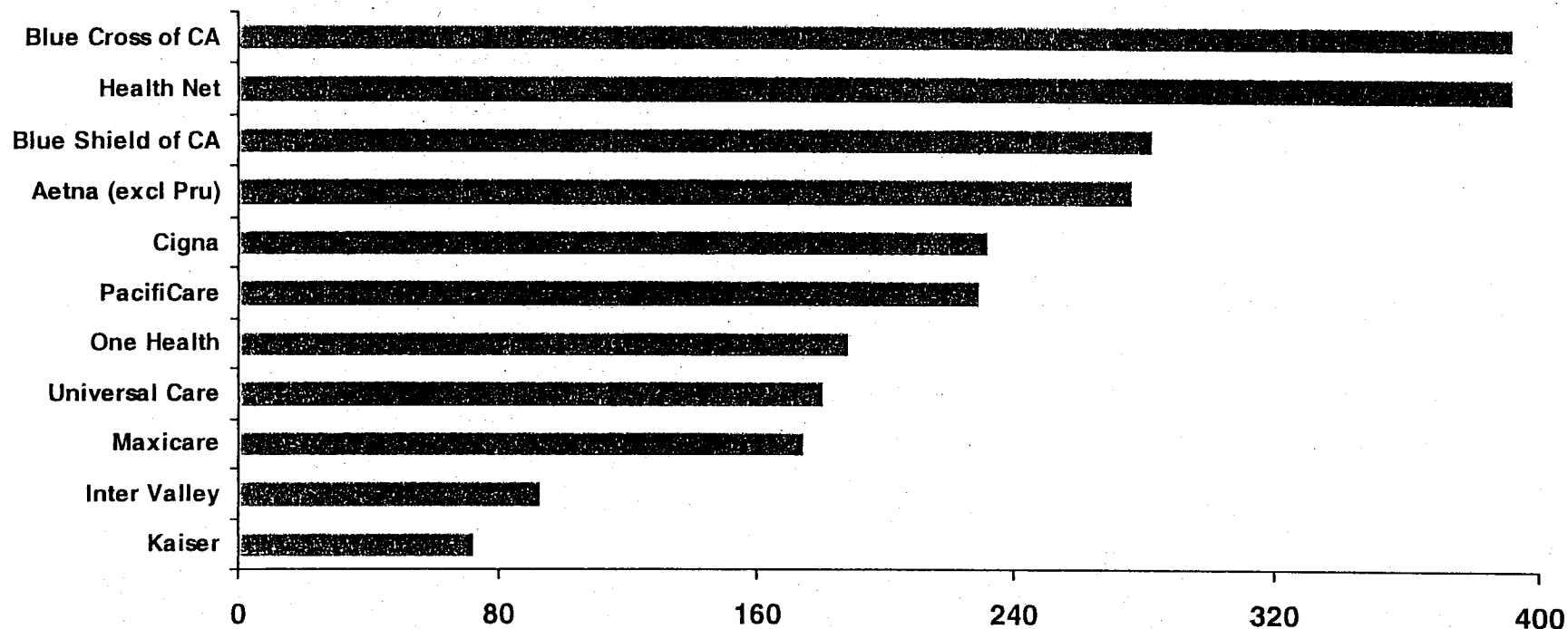
Source: InterStudy Competitive Edge: HMO Directory 11.2

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OCC 002124

## Blue Cross of California has the largest hospital network in the state.

### Health Plan Hospital Contracts (Contracts as of January, 2001)



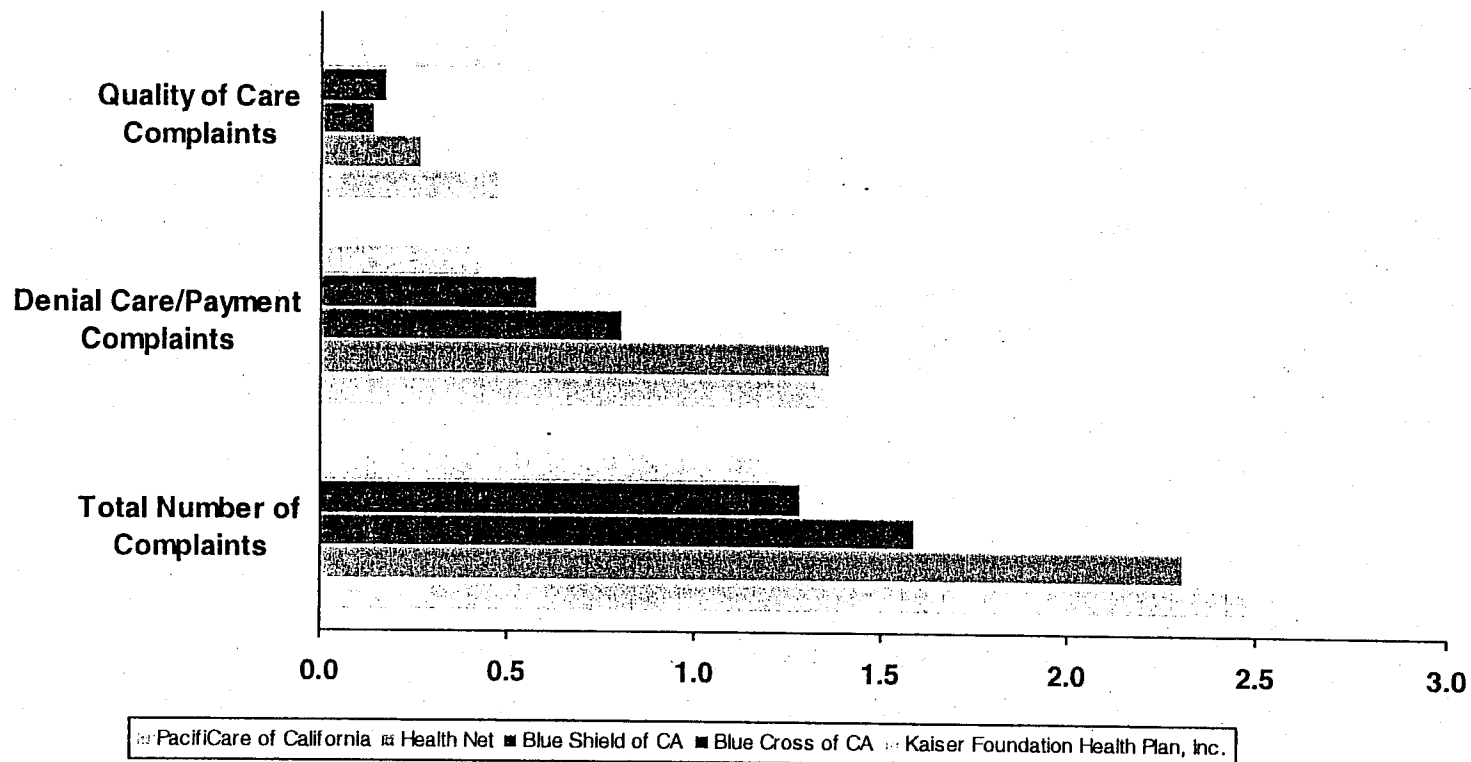
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Source: InterStudy Competitive Edge: HMO Directory 11.2

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# Blue Cross of California continues to provide quality health care after its merger with WellPoint.

## Ranking of Blue Cross of CA Amongst the Five Largest CA Health Plans (Numbers of Complaints per 10,000 Enrollees)



Source: California Department of Managed Health Care, *Record of Consumer Complaints*, June 2000

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**Over the years, WellPoint has consistently been recognized for leadership in product innovation and business practices.**

## **Blue Cross of California** (2001)

### **Awards**

- Fortune ranks WellPoint #1 on Most Admired Health Care company list for third year in a row
- Blue Cross of California garners two “Best of Blue” Awards for Innovations in Patient Care and Best Practices in Partnerships from the Blue Cross Blue Shield Association
- WellPoint’s CEO, was awarded Corporate Partner of the Year by the Los Angeles Chapter of the National Association of Women Business Owners (NAWBO-LA) for Schaeffer’s leadership as an “exemplary supporter of women’s personal and business health and vitality.”
- WellPoint CEO named one of Top 25 Managers by Business Week

### **Innovative Products/Other Notable Points**

- “WellPoint has consistently been a leader in product innovation, steadily expanding its health benefits portfolio for a changing marketplace...WellPoint has developed a full-scale offering of products, ranging from tightly managed HMO plans to traditional indemnity offerings. The company has invested in infrastructure, technology systems, and administrative support to develop product lines aimed at generating future membership growth in all of those products.” *James Lane, equity analyst, Salomon Smith Barney*

Source: Salomon Smith Barney, *WellPoint Health Networks*, August 9, 2001